

CRAFT MODEL & HOBBY INDUSTRY

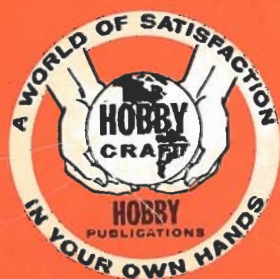
OCTOBER
1977

Starting This Month:

A New Look For CM&HI

—In This Issue—

- Boy Scout Jamboree
- MRC Power Packs
- Machinex 5"
- Wembley Craft & Hobby Fair
- Braid Winners
- World of Miniatures
- Wargaming, Boardgaming
& Military Miniatures



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Command Study

By Rick Mataka, Special Projects Editor



THE collectors aspect of Military Miniatures is by far the oldest part of the hobby. When it began no one can really say, but it can be traced back to Ancient China and Egypt. It could be thought of as man's impression of his surroundings through the ages. And today, more than ever before, man is interested in his past.

In the collector's field there are many types of figures. They come in different sizes (scales) and are usually cast in either plastic or metal. The 54mm scale contains the largest selection of different figures at this time. These figures would normally measure about 3½-4 inches in height. There are also figures available in the 75mm, 77mm, 80mm, 90mm, 100mm and 120mm scales. For the most part, the larger the figure is the more detail that it contains.

While the 54mm scale still retains the largest following of hobbyists, the larger scales are capturing the connoisseurs. What is meant by this is that the advanced hobbyists are looking for that extra detail. This is what gives a figure a more realistic appearance.

A larger casting also offers the buyer more of a challenge to his painting skills because it is more difficult to paint a larger figure due to its additional detail. There is also the factor of shading which can sometimes be overlooked on the smaller figures. Everything together can give a perspective buyer a greater degree of flexibility in advancing his skills through the figure scales.

All of the different scales offer figures from the various periods of history. Some overlap and duplicate what others have done. But each, in their own right, betray what the sculptor sees from that era. There are single

figures, groups of figures or whole sets that recreate an epic event of history. This allows the buyers to create vignettes or dioramas. Vignettes are small dioramas normally containing only 2 or 3 figures on one base, while the dioramas may contain any number of figures representing a scene. What is good is that figures from different manufacturers can be combined in these circumstances to get the effect that the buyer wishes.

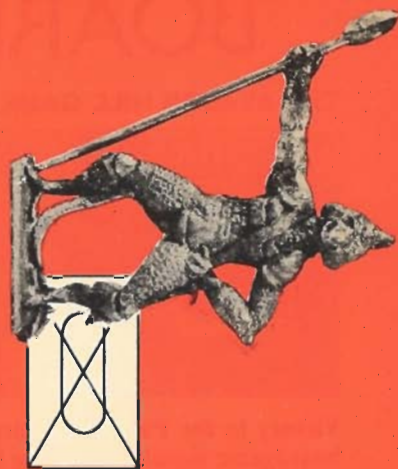
As with the other aspects of this hobby not all of the periods covered enjoy equal popularity. What we will mention here are the most popular eras to give you some idea of where you can begin stocking your shelves.

At the top of the list is the Napoleonic period of history. This ranged from 1800 to about 1815. Some of the most colorful uniforms ever worn were designed during this time. This was not limited to only one nation since each was trying to outdo the other. This led to bright colors and flamboyant uniforms. By far, the Napoleonic wars produced the most colorful uniforms in world history.

The next period to have a rather large following is the British Colonial era, sometimes referred to as the Imperialist Period. This occurred during the late 1800's. One of the most popular subjects recreated from this time deals with the Zulu wars in Africa. There are a number of ranges available that are devoted to just this subject. It offers the buyer a high degree of flexibility when choosing the figures he wants for that certain effect that he is looking for.

The Late Renaissance/Medieval also has a devoted following.

(CONTINUED ON PAGE 93)



**WARGAMING · BOARDGAMING
& MILITARY MINIATURES**

BOARDGAMING SHOWCASE

THE AVALON HILL GAME CO.

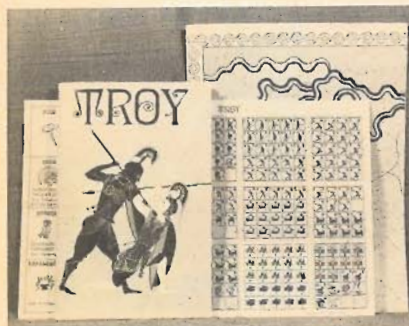


Victory in the Pacific is a historical boardgame simulation of the battles that took place in the Pacific during World War II. It is a fairly simple game on the strategic level that is good for beginners. Sample game at the end of the rules aids players in their understanding of them. Packaged in a box with die cut counters, mounted mapboard, rules, dice, professionally published. \$9.00 retail. Avalon Hill Game Co., Dept. CM, 4517 Harford Rd., Baltimore, MD 21214. See ad page 60.

THE CHAOSIUM



Nomad Gods is a fantasy boardgame about man and magic. It is the second of three interlocking games in the Dragon Pass Series. The first game was titled **White Bear and Red Moon**. Either game can be played individually or together, offering untold gaming potential. Packaged in a zip lock bag with map, rules, die cut counters, professionally produced. More for the Intermediate level boardgamer who is familiar with the concepts. \$9.95 retail.



Troy is a boardgame simulation of

CONFLICT GAME COMPANY



Yalu is a historical boardgame simulation of the Chinese offensive against the United Nations Forces in Korea during 1950. The game covers the land, air and sea aspects of this confrontation. Can be played by a novice with some prior experience in boardgaming. Packaged in a box with mounted mapboard, rules, die cut counters, professionally published. \$12.00 retail. Conflict Game Company, Dept. CM, 201 Broadway, Normal, IL 61761.

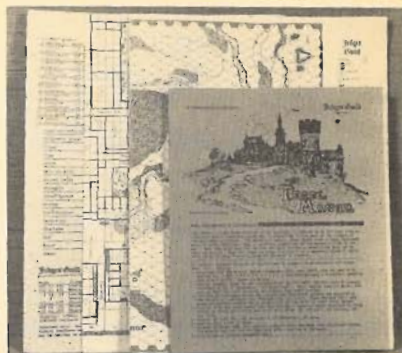
EXCALIBRE GAMES



Quazar is a Science Fiction boardgame simulation set in the far future of a confrontation between the human race and invading aliens. Players battle for control of the galaxy and its associated planets. Designed more for the experienced boardgamer. Packaged in a zip lock bag with maps, rules, charts, die cut counters, professionally produced. \$12.00 retail. Excalibre Games, Dept. CM, Box 29171, Brooklyn Center, MN 55429.

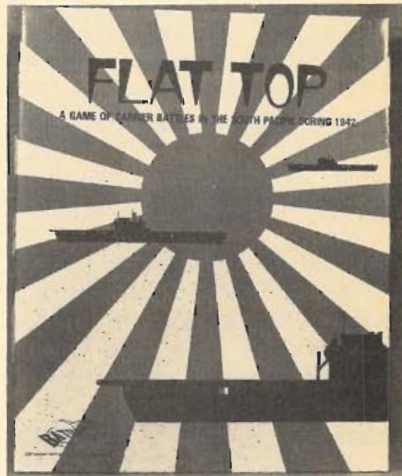
that epic mythological battle that occurred during the Trojan Wars. It is a two player game with special pieces representing the heros that were involved. This was the battle that was immortalized by Homer in the Iliad. Game is simple, but it helps if you are already familiar with boardgaming concepts. Professionally produced with map, rules, die cut counters, packaged in a zip lock bag. \$10.00 retail. The Chaosium, Dept. CM, PO Box 6274, Albany, CA 94706.

ZOCCHI ASSOCIATES



Tegel Manor is a Dungeons and Dragons playing aid specifically designed for the Dungeon Masters. It adds new types of characters to the fantasy game and all sorts of new adventures that the players can go on. Complete package with a map or the area, Dungeon map, charts and Guideline booklet. To be used in conjunction with **Dungeons and Dragons**. \$4.50 retail Zocchi Associates Dept. CM, 7604 Newton Dr., Biloxi, MS 39532. See ad page 93.

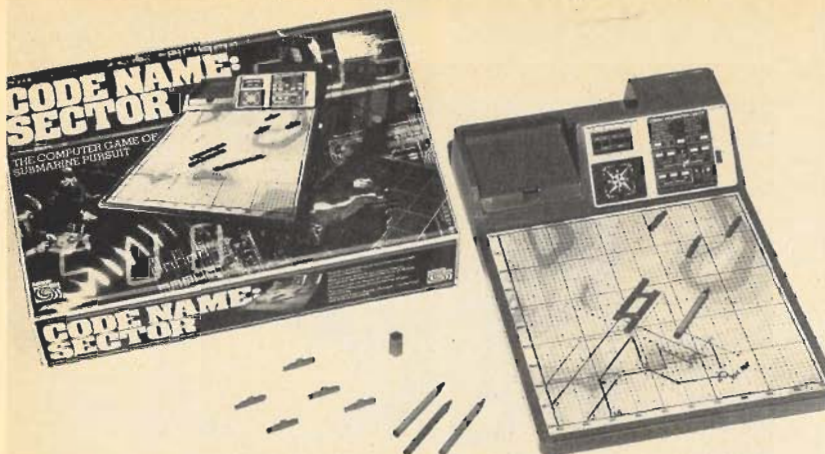
BATTLELINE PUBLICATIONS



Flat Top is a historical boardgame simulation of the Aircraft Carrier battles that took place in the South Pacific during 1942. It is a tactical game in which players maneuver ships and aircraft that actually took part in the battle being simulated. Recommended for advance gamers looking for realism in Naval encounters. \$12.00 retail. Battline Publications, Dept. CM, PO Box 1379, Douglasville, GA 30133.

**ORDER YOUR
EXTRA
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Parker Brothers Enters Wargaming Field



Parker Brothers has broken into the wargaming simulation field with a fascinating new game known as **Code Name: Sector**. It is a naval game in which from one to four destroyers hunt and attempt to sink a submarine. Each player in the game assumes the position of a Destroyer Commander and stalks the sub until it is within range. But once it is found you then have to guess at its depth to get a direct hit to sink it. Otherwise it fires back and knocks you randomly off course. Then you begin stalking

all over again.

The Submarine Commander's part is played by the game. It is done through the use of a computer that is included in the game. This computer moves the submarine, picks its depth and monitors all destroyer movement. Through the use of the game's front panel, it tells you the range, speed, heading and other important information needed in the game. It is not the decision making factor as the tactics are still left to the players. For info write Parker Bros., Dept. CM, 190 Bridge St., Salem, MA 01970.

COMMAND STUDY

(CONTINUED FROM PAGE 91)

The time period for this is rather large and encompasses many different empires. But one of the most colorful from this time appears to be the Landskenchts. There are numerous other types of figures available from this time but it seems to be these that have the main following.

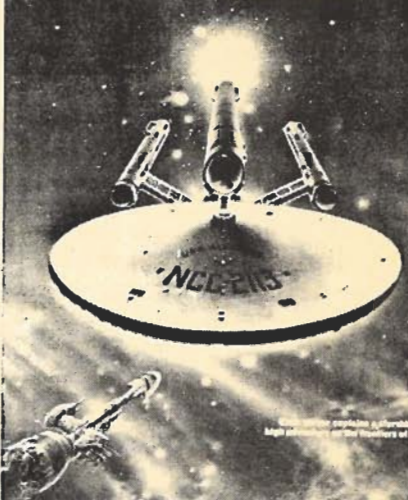
Following this, come the devotees of the Second World War. There are castings of all of the branches of service from all of the major powers. The combat uniforms offer a unique challenge for painting when trying to recreate the camouflage schemes. Some of the figures from this period could easily be utilized in dioramas that are built around plastic models. Or modelers can use their own imaginations and set their own scenes.

The final major subject has only recently begun to make inroads into the collectors field as figures are just now being released in these scales. This deals with the subject of Fantasy. At present, there is not a large number of

(CONTINUED ON PAGE 99)

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Gen Con X Smash Success

THE Gen Con X Show held at the Playboy Club in Lake Geneva, Wis., from August 18-21, 1977, proved to be most successful in every aspect of promotion.

TSR Hobbies, Inc. under the leadership of Gary Gygax, president, organized and played host for this tenth annual convention of Wargamers, Boardgamers and Military Miniaturists.

The corporate team of TSR did an excellent job of programming 62 scheduled games and tournaments, wherein \$750 in gift certificates and eleven trophies were awarded to the enthusiastic conventioners. Wargaming started early in the day and lasted to the wee hours of the next morning, with the wargamers actually being coerced to take a lunch break. The wargamers also managed to take time off to attend 18 scheduled and informative seminars.

The twenty-four manufacturer and wholesaler exhibitors paid tribute to this smooth operation that allowed more than a 6,000 attendance over the four day convention. Every exhibitor had ample space to exhibit their products and accommodate the crowds that were anxious to buy. There was unanimity of opinion that this was by far the most financially successful Gen Con Show ever. Many exhibitors professed to have doubled their sales at previous conventions. And one exhibitor boasted a 250% increase over last year's Gen Con Show — as an aside, he said he did a land office business in 1976.

The public relations team at TSR (headed by Mary



Fritz Leiber and Harry Fischer, famous science fiction authors and co-designers of popular game LANKHMAR, addressing one of the many seminars at Gen Con X.

Gygax) did a superb job on media coverage. There were pre-convention stories in hobby trade and consumer magazines, as well as local coverage by the Milwaukee and Chicago newspapers. Equally as important, there was on site TV and radio coverage. This aspect of publicity always spurs sales for months after the Show.

What was of special importance and an added bonus to the exhibitors was the time allowed for the "Dealers Only Day." Advance advertising and publicity brought scores of hobby and book dealers, along with several important wholesale buyers to the exhibit hall. They had the opportunity to view the new products being featured, discuss which were selling best and seek advice on how to display games and figures for the greatest impact on sales. Almost everyone agreed that "Dealers Day" should remain an integral part of future conventions.

One of the many highlights of the Convention was the Third Annual Strategists Awards Banquet. More than 135 guests attended the function ably emceed by Tim Kask, editor of **The Dragon**. Elise Gygax assisted Tim in presenting the following awards: Best Game, **Kingmaker**, The Avalon Hill Co.; Best Game Design, Richard Berg, **Terrible Swift Sword**, Simulations Publications Inc.; Best Miniature Figures Release, **Wizards & Warriors**, Grenadier; Best Professional Gaming Magazine, **The Dragon**, TSR Publications; elections to the Fantasy Authors Gaming Hall of Fame, C.S. Lewis (posthumous), Fritz Leiber, Andre Norton, and Roger Zelazny.

An added surprise attraction was the entertainment provided by Lou Zocchi, president of Zocchi and Associates. To the delight of the attentive and appreciative audience, Lou played a musical saw and then in Edgar Bergen style, used his ventriloquist talents to have his hand made "dummy" mouth topical jokes about wargaming and Gen Con in particular. It truly was an evening that was enjoyed by all who attended.

The success of Gen Con X was helped by the cooperation of Fight in the Skies Society, Lake Geneva Tactical Studies Association, Mid-America Wargamers, Milwaukee Wargamers Association, and a special thanks to all who attended and participated.

Because of the need for better and more spacious facilities, Gary Gygax announced that Gen Con XI will be held at the Parkside Campus of the University of Wisconsin.

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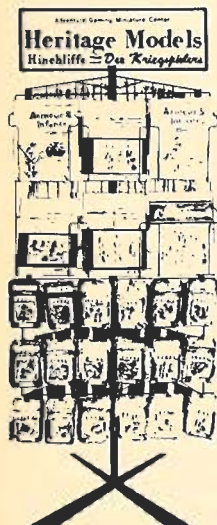
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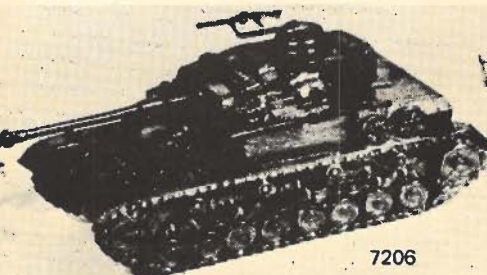
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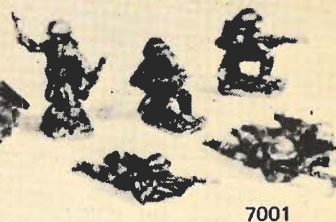
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Musketeer D'Lara 1650 is in the 77mm scale. 6 pieces cast in tin/lead. Depicts Gentlemen Musketeer of the Kings Musketeers. Packaged in a box with painting instructions. \$9.95 retail.



Sir Lance of Rimmerfield 1300 is in the 77mm scale. 8 pieces cast in tin/lead. He was known as Knight and Master of the Armoury. Packaged in a box with painting instructions. \$9.95 retail. Series 77 Miniatures, Dept. CM, P.O. Box 1141, Canoga Park, CA 91304. See ad page 93.

GRENADIER MINIATURES



Warrior Females, WF-11, is in 25mm scale. Single piece castings in tin/lead. Six in a package. \$1.98 retail. Grenadier Miniatures, Dept. CM, 118 Lynbrook Rd, Springfield, PA 19063.

GHQ MICRO ARMOUR



World War II Russian Micro Armour. (from left to right) SU-100 Assault Gun R-10, JSIII Heavy Tank, R-11 both are in 1/285th scale and each cast in 2 pieces. Each 5 per pack. Each \$3.15 retail.



Ukrainian Cottage, B-1, is in 1/285th scale. Cast in 7 pieces, requires assembly. Used as terrain with Micro Armour. One per pack. \$2.90 retail. GHQ Micro Armour, Dept. CM, 2634 Bryant Ave. South, Minneapolis, MN 55408. See ad page 62.

MINIATURE FIGURINES LTD.



Hobgoblins with Polearms, D&D 8, are 25 mm fantasy figures. (From left to right) advancing with glaive-guisarme, Sergeant with military fork and thrusting with spetum. Five to a pack. \$2.29 retail.



ORCS with Polearms, D&D 11, are 25mm fantasy figures. (From left to right) thrusting with kris-headed spear, attacking with fauchard and attacking with halberd. Five per pack. \$2.29 retail. Miniature Figurines Ltd., Dept. CM, Box P, Pine Plains, NY 12567.

HERITAGE MODELS INC.



Prussian Infantryman of the Napoleonic Wars (1812-1815 uniform) #2652 Line or Reserve who is defending. Single piece casting in 15mm scale. 12 per pack, \$1.98 retail.



Russian JS III Heavy Tank #7300 is a WW II Panzer troop casting in 15mm. In 4 pieces; assembles easily. 1 per pack, \$1.98 retail.



German Infantry from the Panzer-troop range in 15mm. They are in various poses with 12 per pack. \$1.98 retail. Heritage Models Inc., Dept. CM, 9840 Monroe Dr., Bldg. 106, Dallas, TX 75220. See ad page 95.

CAVALIER



Liberty at the Barricades, 1792, F-34 is a 54mm scale casting. Cast in 13 pieces, requires assembly. Packaged in a box, complete with painting instructions. \$23.95 retail. Cavalier, Dept. CM, 105 Jamaica Ave., Brooklyn, NY 11207.

MILITARY MODEL DIST.



Squadron/Rubin figures in 54mm. (From left to right) 192, German Knight, Wolf Von Muller of 1490 cast in 8 pieces; 196, Jewish Mercenary Masada, 1st Century, cast in 2 pieces. Both require assembly and are complete with painting instructions. \$3.95 each retail.



The Wizard, 194, is a 54mm fantasy figure. Cast in tin/lead in 2 pieces. Easily assembled, complete with painting instructions. \$3.95 retail. Military Model Distributors, Dept. CM, 3461 East 10 Mile Rd, Warren, MI 48091. See ad page 64.

COULTER-BENNETT LTD



From the **Sword and Sorcery** range of figures in 54mm scale is kit SSD which is a Hero saving a girl from a giant snake. Cast in 5 pieces; assembles easily. \$14.95 retail. Coulter Bennett Ltd Dept. CM, 12158 Hamlin St. Suite #1, North Hollywood, CA 91606.

I/R MINIATURES



General J.E.B. Stuart of the C.S.A., C-58, is a 54mm scale. Shown on a running horse during the American Civil War. Cast in 14 pieces, considerable assembly. Complete with painting instructions. \$9.95 retail.



WWII German SS Soldier, C-59, is in the 54mm scale. 2 pieces cast in tin/lead. Easily assembled. Complete with painting instructions. \$3.95 retail. I/R Miniatures, Dept. CM, RD No. 3 Rt. 67, Ballston Spa, NY 12020.

LITTLE GENERALS



Pioneer Woman, 1800 is in 90mm scale. 2 piece cast in tin/lead. Nicely

TOM LOBACKS ARTWORKS



Saurian Mounted Champion Riding a Giant Lizard, SMC-1 is a 25mm fantasy casting. 5 pieces cast in tin/lead. Assembly required. One per pack. \$4.00 retail.



Rhino Rider, RH-2, is a 25mm fantasy figure charging with an Ax. Cast in 5 pieces. Assembly required. One per pack. \$2.25 retail. Tom Loback Artworks, Dept. CM, 150 W. 26th St., New York, NY 10001.

C.S. & D.



Anti-Tank Pill Box in 1:300 scale is a single piece casting. It can be used with micro armour for a realistic looking battlefield terrain. 70¢ retail.



Blockhouse with a trench is a single piece casting in 1:300 scale. It is used to add realism to battlefield set-ups. \$1.10 retail. C.S. & D., Dept. CM, 731 S. University Blvd., Denver, CO 80209.

detailed figure. Packaged in box. \$13.00 retail. Little Generals, Dept. CM, PO Box 8646, Kansas City, MO 64114.

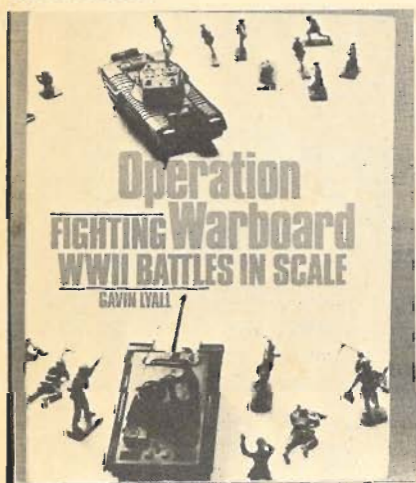
WARGAMING SHOWCASE

SIMULATIONS DESIGN



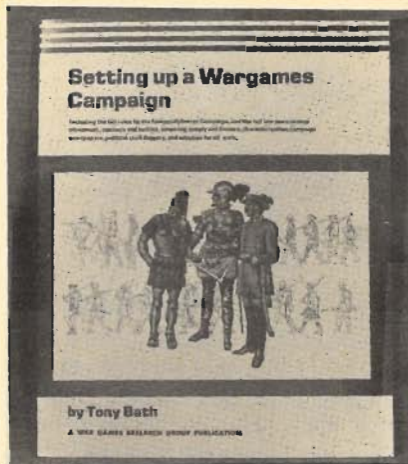
Hammer of God is a soft bound 67 page booklet devoted to the Yom Kippur War of 1973. It is a historical study that discusses the background to the conflict and then covers the military ground and air operations that had taken place. There is also a section that discusses what might possibly occur sometime in the future. Booklet contains numerous photographs, charts and tables showing the weaponry that the forces used. Excellent booklet on current events. \$5.00 retail. Simulations Design Corp., Dept. CM, Box 19096, San Diego, CA 92119.

BILL DEAN



Operation Warboard is a book for re-fighting WWII battles on wargame table. It takes you through the basic concepts of gaming, models available, and includes a set of rules that can be used to play a wargame. Well written with numerous explanations and a number of photos. A fine book for the novice wargamer who wants to begin in WWII gaming. Also contains some fine concepts that experienced gamers can learn from. \$9.95 retail.

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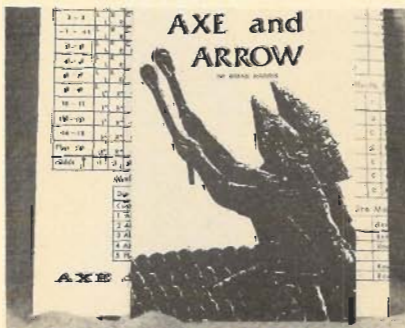
Setting Up a Wargames Campaign is a 75 page soft cover book that aids the miniature gamer who wants to re-fight entire wars. It is well written and explains in detail this aspect of gaming. Highly informative for novice and veteran alike as each can learn much from it. Heritage Models Inc., Dept. CM, 9840 Monroe Dr., Bldg. 106, Dallas, TX 75220. See ad page 95.

LOUIS ZOCCHI



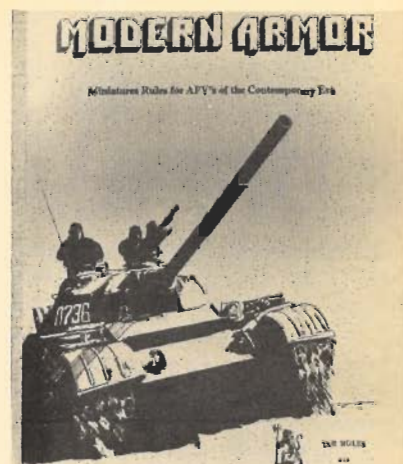
Dungeon Cards are playing aids for the fantasy game **Dungeons and Dragons**. They can speed up a game since they are given to a player to denote his status. \$4.00 retail. See ad page 93.

LITTLE SOLDIER GAMES

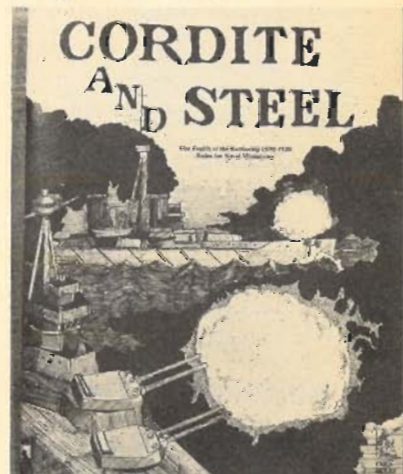


Axe and Arrow is a set of miniature rules for recreating battles of the Ancient world. They are simple in con-

TSR HOBBIES



Modern Armour is a set of miniature rules for the fighting of battles during our present day and age. Hypothetical situations offer unique challenges as modern weapons clash on the gaming table. Contains charts with weapon information and perforated table pages. Some prior miniature experience is useful when using these rules. \$4.00 retail.



Cordite and Steel is a complete set of miniature rules for recreating Naval battles when the battleship was the queen of the seas. The rules are highly detailed and contain numerous charts and tables to aid players in their game. Recommended for the experienced naval miniaturist. \$7.98 retail. TSR Hobbies, Dept. CM, POB 756, Lake Geneva, WI 53147. See ads cover 3, page 64.

cept and offer a highly playable game. Historical accuracy has not been stressed but playability has. Fine rules booklet for the Novice gamer. Packaged in a zip lock bag with combat chart. \$5.00 retail.

COMMAND STUDY

(CONTINUED FROM PAGE 93)

castings available in this subject, but as they are released you will see it grow in popularity.

There are many other historical periods in which there are figures available. These include the American Revolution, American Civil War, Ancient Rome, Egypt and even Vikings. For the most part, no matter what period the figure is from, or what scale it is in, your buyer will receive a highly detailed casting.

The packaging of the figures for display vary from manufacturer to manufacturer. Normally, they are either sold in a box or a plastic poly bag that can easily be hung up for display on a peg board. With the exception of the Fantasy figures, all of the Historical castings normally contain detailed painting instructions of the uniforms. The Fantasy figures are left to the buyers own imagination to paint as he sees fit.

Here again, as with the other aspects of this hobby, only you know what is best for your area. Most of the manufacturers offer combination sales that allow you to choose a minimum order from a number of different periods. From this you should be able to gauge the best selling items in your particular locale. ■

CRAFT MERCHANDISING

(CONTINUED FROM PAGE 69)

You should realize that you must, also, advertise. If you cannot afford a large advertising budget, try running weekly ads in your local newspapers leading up to Christmas. Your copy could go like this: "Only shopping days left until Christmas. Have you started your gift-giving projects? We have many ideas, as well as expert advice and instruction that will enable you to give beautiful, hand-made gifts this season. Ask about our class schedule. Gift certificates available." Or, you may choose to emphasize the *meaning* of giving hand-made gifts in your advertising.

Seek free publicity for your shop by contacting your local newspapers, television and radio. Send them samples of your Christmas gift-giving ideas, as well as ornaments and ideas for home decorating. Be sure to follow up with a phone call.

Direct mail is another method of advertising that you should consider for the Holidays. You can use it to invite your customers to your Christmas party, for announcing your "Christmas Classes", and for announcing your gift certificate program. You might also include ideas for Holiday gift-giving and decorating in your mailer, explaining that supplies and instruction in completing these projects are available in your shop.

The important thing to remember in preparing your shop and yourself for the Holidays is that this is the season of giving. It is your job, then, to convince your customers and your potential customers that your merchandise is what they should be giving.

HAPPY HOLIDAYS and HAPPY SELLING!!! ■

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